US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: AVISTA CORP.

SECTION I - Approval Requests: 8-22-03

New HQAPP Requests:
1. Support cap at 0% for years 2 & 3 and, cap on yrs 4 & 5 at 2%. (previously 4%)

New Tier 1 Requests:
2. Removal of Customer reference language. (Public Utility)

New Tier 2 requests:
3. Discount to 50% (previously 40%)
4. Price Holds for products on the order for 2 years at 50% (previously 40%)

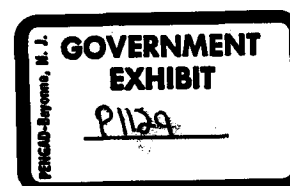*Previously approved by LJE on 7/31/03:*
HQAPP Requests:
1. Support cap at 0% for years 2 & 3 and, cap on yrs 4 & 5 at 4%.

TIER 2/3 Requests:
2. 40 %Discount
3. 2 year price hold, all products currently being licensed.

SECTION II – Deal Summary:

Deal Summary	
Programs	Server EE, Tuning, Diagnostics Partitioning, RAC Purchasing, Inventory, Project Costing, iprocurement, I expenses, Sourcing,Purchasing Intelligence, I Procurement, financials , project contracts, financial analyzer
License Discount	Discount: 50%
Support Discount	22% of nlf
Comp & Admin Discount	-
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	2 years 50%, included products
Price Holds	N/A
List License	$ 850,000
List Support	$ 187,000
List Comp & Admin	-
Net License	$ 425,000
Net Support	$ 93,500
Net Comp & Admin	
Net Total Price	$ 518,500
Price List Used	Current GPL June, 2003

v.1

GOVERNMENT EXHIBIT
P1139

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Customer History - Existing Price Holds	
Existing contractual discount (price hold)	31%
Date of Price List for price hold	Jan 15, 1999
When does price hold expire?	May 2002
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	Database, Tools and Application Programs
Name of Agreement if applicable	SLSA-46168-23-FEB-93

SECTION III –

Additional Justification:

1. **Peoplesoft dead heat** – Demos done and a split camp. Coming down to cost over 5 years. TCO crucial and Peoplesoft dictated this as a must win.
2. **Public Utility – No Marketing Language** – Avista is a public utility and refuses to keep the reference language in the contract. Blew up at the concept

Justification: (7-31-03 Justification)

1. **Competition** – Peoplsoft vs Oracle should be the last two standing. Peoplesoft commited to this space and has several references in the Utility Industry. They hare pushing hard and aggressive on tactics and pricing. Must get into Avista window. Bill Gates also owns 5% of Avista. Forces much Sql Server.
2. **New Customer Win-Reference-** Avista Corp currently is a significant technology user ; however they do not have any Oracle applications. This would be the first use of Oracle applications at Avista Corp.

Additional justification:

➢ Avista has spent more than $2M in net license with Oracle since 1999(RDBMS)
➢ Licensing both Oracle Financials and Materials Management sets the stage for eAM and CRM in the future.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(fill in rep name and AVP name here) Nancy Cooke, Matt Mills*
Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

****
PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION IV – Computer and Admin Services:
(Delete this section if not applicable)

If Computer and Administration Services or Administration Services are being ordered please provide information below:

Does this deal include Phased Implementation?
License minimums met at each implementation phase? Is customer purchasing the Ebusiness Suite? If so what is the total employee population? **Is the 20% rule met in each phase?** **Is the 10% professional user rule met in each phase?**
Computer and Administration or Administration Services hosting minimums met at each implementation phase? ($6,000 monthly for C&A and $4,000 monthly for Admin for EBSO only ($6,000 monthly for C& A for Collaboration Suite) ($12,000 monthly for C&A for EBSO and OTO and $8,000 monthly for Admin only for EBSO and OTO) Example: A customer wishes to purchase Computer and Administration Services for 9i and Financials. The net annual fees for 9i are $65K and the net annual fees for Financials are $100K. An incremental fee is not required since the total fees of $165K are greater than the $144K annual minimum Note: If a customer is purchasing a database/ias license simply to be in compliance with E-Business Suite requirements (e.g. they are making modifications), they must purchase Outsourcing for the database/ias as well the E-Business Suite application, but this is not considered Technology Outsourcing and they only need to meet the E-Business Suite minimums of $48,000 for Administration Services only and $72,000 for Computer and Administration Services. On the other hand, if the customer is specifically implementing 9iAS/9i functionality such as Portal or Data Warehouse in addition to E-Business Suite, that is considered Technology Outsourcing and the customer must meet the minimums for both Technology and E-Business Suite Outsourcing. Thus, the minimums would be $96,000 for Administration Services only and $144,000 for Computer and Administration Services. The customer must be in compliance with database licensing requirements
Does this deal have a subet of users?
What is the entire License set?　What is the justification for a subset?
Standard Ordering Document Terms?
Standard pricing?
Is Customer using the Certified Configuration (applies to Admin only)?
Administration Services or Computer and Administration Services:
Applications or Technology or both:
Customer email address (required):
Service Implementer (required):

For existing licenses - (NOTE: Validation of existing licenses and support must be obtained from licmgmt@us.oracle.com)	CSI Number_____ Original License Agreement_____ Original Order Entry No._____ Date of Original License Purchase_____
Are additional users being purchased for applications that are already hosted?	
Is this purchase of Administration Services or Computer and Administration Services by a customer who is purchasing Outsourcing for additional products which were not previously hosted?	
Are any self-service apps for use outside the firewall being purchased?	
Did customer purchase FastForward OnLine Financials RPM (5 day implementation preconfigured general ledger)?	
Is customer purchasing an iLearning Subscription?	

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	July 28, 2003
Opportunity I.D. (OSO Number):	
Is this a ship order?	X Yes No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	
Is this deal the result of a compliance issue that LMS has been involved in?	_____Yes X_____No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____Yes (specify non-supported license type and eBusiness license type used to determine conversion) X____No
Quote Valid Through (insert date):	August 31, 2003
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name, if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	____Yes ____No ____Applications Affiliate Fee ____ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	Yes X No
PREMIUM SERVICES:	Yes X No
INCIDENT PACKS:	Yes X No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	___Yes ___No
Payment Terms:	___X_Net 30 ___Other (Specify)_____
Referenced Agreement:	___New OLSA ___Other (Specify) SLSA

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Avista Corporation
Business Address:	1411 East Mission
City / State / Zip:	Spokane, Washington 99220-3727
Customer Contract Admin:	Dan Figgey
Phone #:	509-495-8006
Fax #:	
E-mail ID:	Dan.figgey@avistacorp.com
Billing Contact:	Peggy Lund
(Partner/VAD if Indirect):	
Address:	1411 East Mission
City / State / Zip:	Spokane, Washington 99220-3727
Phone #:	509-495-4720
Fax #:	
E-mail ID:	Peggy.lund@avistacorp.com
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ___
Shipping Contact:	**Dan Figgey**
Address:	SAME
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	Rick Vermeers
Address:	SAME
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	**Rick.vermeers@avistacorp.com**
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

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Education (EPPC)	
Education Prepaid Credit Amount:	$_____
Education Discount:	_____%
Education Revenue:	$_____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
Make:
OS:
PROGRAMS:

●●●

Applications	
Will applications be modified:	Yes N No
Will users be accessing modified Apps from the web:	Yes N No
Have all prerequisites been included:	Y____Yes No
Will users use Fast Forward RPM:	Y___Yes No
Will applications be hosted:	Yes N No
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	On this order

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Nancy Cooke
Technology Sales Manager	Nick De Santi
Account Manager	
iSD Rep	Julian Jacobs
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	____Yes (if yes, list all appropriate reps) _X__No
Requester:	Name: ___Nancy Cooke_____ Business Telephone: __310-335-2303_____ Cell Phone: 310-283-3064